



# Hand Grenade Industry Conference

21 April 2004

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# Disclaimer



This is not a solicitation and is not to be construed as a commitment by the government. Information is for planning purposes only. Potential offerors should monitor official Government Point of Entry (GPE) website ([www.fedbizopps.gov](http://www.fedbizopps.gov)) and <http://www.osc.army.mil/ac/aais/ioc/solinfo/sow/sow.htm> for all future hand grenade notifications and information.

The acquisition strategy for this program has not been finalized or approved



# Agenda



## April 21

8:30am – 9:00am Registration/Coffee

9:00am – 10:00am      Welcome/Introductory  
Briefing

10:00am – 11:00am      Question and Answer

11:00am – 11:40pm      1-on-1 sign up / Break

11:40pm – 5:00pm      1-on-1 / 20 minute each

## April 22

8:00am – 9:00am If required/1-on-1 20 min each



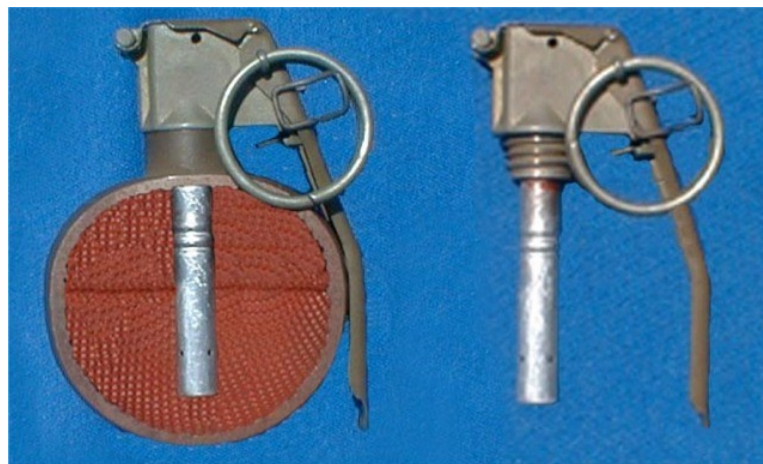
# Welcome



- Why we are here
  - Planning for hand grenade acquisition
  - Industry feedback
- Who is here
  - PM Close Combat Systems
  - Army Field Support Command
  - Joint Munitions Command
  - Armament Research Development and Engineering Center
  - Potential contractors



# Current Hand Grenade



- **Supplements small arm fire**
- **Uses pyrotechnic delay detonating fuze**
- **4-5.5 second delay**
- **5.4 oz HE Comp B**
- **Can be thrown 40 meters by average soldier**
- **Effective casualty radius 15 meters**



# How we have been buying

- Design dates to 1960's with changes but minimal improvements
- Government system integrator
  - Reduced capability due to resource constraints
- Not utilizing industrial base expertise for system management and hand grenade system improvements
- Results in continuing production problems



# Path to the Future



- Industry system integrator for:
  - System management
  - Supply chain management
  - Quality system integration
  - Production integration
- 5 year requirements contract

FY04	FY05	FY06	FY07	FY08
284K	458K	451K	486K	410K

Estimated minimum quantities per year

Estimated maximum quantity 800K per year
- Best value award
- Firm fixed price
- Engineering services and technology insertion clauses
- Warranty





# System Contractor Expectations

- Technically and financially capable of timely & reliable delivery of the hand grenade system
- Initial production engineering scrub and update of TDP to system contractor production processes
- Proactive management of delivery, quality, and technical issues at prime and subcontractor levels
- Provide product/process innovations during contract
  - Integrate ongoing government fuze and insensitive munition improvement programs into hand grenade
  - Initiate/qualify/integrate additional innovations
- Continuous improvement –not static build to print: future performance specification possible
- Support Government in its hand grenade lifecycle management needs





# System Contractor Production Risks



- Requirements contract
  - Must facilitate first at own expense – no facilitation CLIN
  - Risk of non continuous yearly buys
  - Risk of delayed awards
- Critical need for item
  - Issue solicitation 4<sup>th</sup> quarter; planned award 1 Oct 04
  - 1<sup>st</sup> deliveries 30 Sept 05
- Within production lead time
  - TDP scrub (60 DAC?)
  - Establish production facilities – physical security for explosives
  - Supplier first article test (30 DATC)
  - Inspection acceptance test plans (90 DPTT)
  - Statistical process control plans (90 DPTP)
  - Critical defect clause
- Quality system integration
- Production/delivery issues at subcontractor
- Warranty



# Points of Contact



- PCO
  - Mark Haldeman
    - [mark.haldeman@us.army.mil](mailto:mark.haldeman@us.army.mil)
    - 309-782-3414
- Contract Specialist
  - Janet Batson
    - [janet.batson@us.army.mil](mailto:janet.batson@us.army.mil)
    - 309-782-5452
- <http://www.osc.army.mil/ac/aais/ioc/solinfo/sow/sow.htm>



# Summary



- Provide Soldiers and Marines hand grenade as a system
- Long term contract with industry
- Provide most efficient, timely delivery of hand grenade to customer
- Implementation of design/technology/process improvements
- Need industry input



# Question and Answer



Q: Because of obvious terrorist implications, are there any special requirements for storage or transportation of these items?

A: Yes, additional clauses are possible because of threat levels.

Q: How long will we be allowed to review the TDP? Will we be able to conduct the TDP review before the on-on-one sessions before the "open" forum portion of the Conference or before the Question and Answer session?

A: Several sets will be available for cursory review during this day.

Q: Regarding the two questions that we can ask, will these be answered in the "open" forum portion (i.e. Intro briefing/Q&A Session) of the Conference or in the on-on-one sessions?

A: Open.



# Question and Answer



Q: Will the one-on-one session information be eventually shared with everyone or will the questions and answers remain only available to the respective company?

A: Yes, the procurement web site will be used to share questions and answers. Proprietary information will be protected.

(<http://www.osc.army.mil/ac/aais/ioc/solinfo/sow/sow.htm>, **M67 Fragmentation Grenade RFP# W52P1J-04-R-0071**)

Q: Will the resultant solicitation require a Build-to-Print or a Performance Specification effort?

A: Baseline will be Build-to-Print, however improvements could be introduced via Performance Based Engineering Services.



# Question and Answer



Q: Will the Government extend indemnification under PL85-804 to the successful bidder?

A: Indemnification will not be included in the M67 Grenade contract.

Q: Will the stated quantities be the minimum quantities purchased, and do you think these quantities are adequate to amortize the necessary investments?

A: Stated quantities are best estimates and should be adequate for amortization over a five year period. Industry can provide input by recommending rates of production.

Q: Are progress payments available?

A: 10% of FAT cost is payable prior to FAT.



# Question and Answer



Q: Quantity & Timing.

A: FY04    FY05    FY06    FY07    FY08  
     284K    458K    451K    486K    410K

Q: RFP expected release date.

A: Target for final RFP is 4<sup>th</sup> quarter.

Q: Small business Set Aside Program

A: A strategy for small business has not been finalized.

Q: Foreign Sub-Contractors

A: A strategy for foreign suppliers has not been finalized.





# Question and Answer



Q: Will the solicitation be classified unrestricted or Small Business set aside?

A: That part of the acquisition strategy has not been finalized.

Q: Will this systems procurement be structured as the 40MM systems is structured.

A: No.

Q: Will there be management teams and/or joint ventures?

A: The Government will not direct nor disallow industry teaming arrangements.



Thank You for  
Attending

